

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

JUN 24 9 55 AM '81

INTERNAL SECURITY
SECTION
REGISTRATION UNIT

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

| | |
|---|-----------------------------|
| 1. Name and address of registrant The J. J. Grady Company, Inc. Suite 1230 Midtown Tower Rochester, NY 14604 | 2. Registration No. 3250 |
|---|-----------------------------|

| | |
|---|---|
| 3. Name of foreign principal Udaras na Gaeltachta, an agency of the Republic of Ireland | 4. Principal address of foreign principal na Forbacha Galway, Ireland |
|---|---|

5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

the Authority for the Gaelic speaking area is a development
agency similar to the Industrial Development Authority

b) Name and title of official with whom registrant deals.

Mr. Frank Flynn, Deputy Chief Executive

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Directed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal . . Yes ☐ No ☐

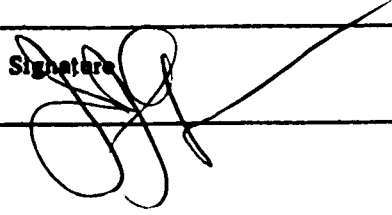
Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

| | | |
|------------------------------------|--|--|
| Date of Exhibit A June 19, 1981 | Name and Title John J. Grady, Pres. | Signature  |
|------------------------------------|--|--|

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

JUN 24 9 55 AM '81

INTERNAL SECURITY
SECTION
REGISTRATION UNIT

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

| Name of Registrant | Name of Foreign Principal |
|-------------------------------|---|
| The J. J. Grady Company, Inc. | Udaran na Gaeliacht, an agency of the Republic of Ireland |

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

The J. J. Grady Company is to solicit firms, primarily manufacturing companies to locate production facilities in the regions of the Republic of Ireland for which Udaran na Gaeliacht is responsible. This will be done by letter, telephone and informal seminars. There will be limited advertising in appropriate media.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

- (a) Research Trade Directories and other sources to locate suitable prospects.
- (b) Contact executives in prospect firms
- (c) Advertise in regional media to elicit inquiries
- (d) Conduct informal seminars to explain advantage of locating facilities in the Gaelic speaking area of Ireland.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act? ^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B

June 19, 1981

Name and Title

John J. Grady, Pres.

Signature



^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

THE J. J. GRADY COMPANY

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
FINANCIAL CRIMINAL DIVISION

JUN 24 9 55 AM '81

INTERNAL SECURITY
SECTION
REGISTRATION UNIT

1230 MIDTOWN TOWER
ROCHESTER, N. Y. 14604
TELEPHONE (716) 454-1060
TELEX 978452

June 18, 1981

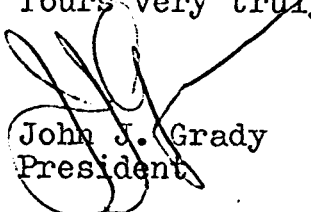
Mr. Frank Flynn
Deputy Chief Executive
Udaras na Gaeltachta
Na Forbacha
Gaillimh
IRELAND

Dear Frank:

I acknowledge receipt of your letter of 8 June, 1981, confirming that the effective date of our acting as agents will be 1 July, 1981 rather than 1 May, 1981 as indicated in my 9 April, 1981 letter to you.

All other terms outlined in my letter remain unchanged.

Yours very truly,

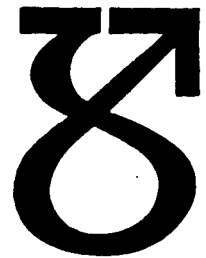

John J. Grady
President

JJG/es

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION

JUN 24 9 55 AM '81

INTERNAL SECURITY
SECTION
REGISTRATION UNIT



Údarás na Gaeltachta

Na Forbacha,
Gaillimh,
Éire.

Teileafón: Gaillimh (091) 21011.
Telex: 8359.

Mr. Jack Grady
The J.J. Grady Company Ltd.
Financial Consulting
1230 Midtown Tower
Rochester
New York 14604
U.S.A.

TO WHOM IT MAY CONCERN

This letter certifies that Udarás na Gaeltachta has been established by legislation passed by the legislature of the Republic of Ireland for the purpose of undertaking development programmes in the Gaeltacht, i.e., Irish speaking areas, of the Republic of Ireland.

It is the intention of Udarás na Gaeltachta, subject to the conditions of appropriate legislation of the United States of America, to appoint The J.J. Grady Company of 1230 Midtown Tower, Rochester, New York as agents of the Udarás effective from 1st July, 1981.

Deputy Chief Executive

8th June, 1981

JUN 24 9 56 AM '81

INTERNAL SECURITY
SECTION
REGISTRATION UNIT

April 9, 1981

Mr. Frank Flynn
Deputy Chief Executive
Udaras na Gaeltachta
Na Forbacha
Gaillimh, Eire
Ireland

Dear Frank:

This will confirm our agreement of April 8, 1981 in Rochester New York.

Effective May 1, 1981, we will act as agents for Udaras na Gaeltachta. We will register with the United States of America as an agent of a foreign power, the Republic of Ireland. The term agent used in this context does not convey to us the power to bind or legally obligate the Republic under the laws of the United States but is limited to representation.

You will arrange to advance to us each month the sum of Ir. £ 550 as a nonrefundable advance against commissions earned under your schedule of commissions as it may exist from time to time.

This agreement is to be in effect for a period of one year, and is subject to renewal or cancellation at the end of that term by mutual agreement.

In addition, you will reimburse us, as invoiced, for out-of-pocket expenses incurred with your approval. For example, we discussed Udaras na Gaeltachta hosting a meeting of selected candidates next Fall at my club followed by cocktails. We would not consider ordinary letter correspondence as out of pocket cost but would regard telex charges as items to be billed.

April 9, 1981

Mr. Frank Flynn
Deputy Chief Executive
Udaras na Gaeltachta

Page 2

We will plan to visit your main offices in the near future and some of your other offices in the Gaeltacht to plan a campaign and gather specific data on availability of sites and skill availability.

You will forward to us a copy of the document we reviewed on April 8th which summarized some of the data and a supply (I suggest 50 copies) of your new brochure. Please send also a dozen sets of the series of detailed maps of the various Gaeltacht areas and a dozen of the maps of the Republic as used by the IDA. You can send a few of each by airpost and the balance by surface shipment.

As I mentioned there will not be much activity during the Summer holiday period although we will be researching the possible candidates. The real campaign will begin in the Fall.

Please acknowledge this letter confirming that you agree with the terms outlined and add any additional thoughts you may have or points that I may have omitted.

I look forward to seeing you in Galway and meeting the marketing group.

God Bless!

Yours very truly,

John J. Grady

JJG/1gn